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Dynamic Search: Business & Industry(TM), ABI/INFORM®, Gale Group PROMT® (1990 - present), Gale Group Trade & Industry Database(TM), Gale Group Computer Database(TM), Gale Group Globalbase(TM), Gale Group New Product Announcements/Plus®, Gale Group Newsletter Database(TM)

► Search History

save as alert...

save strategy only...

Select	Set Searched for	In	Records
<input type="radio"/>	S1 (POSTAL OR POSTAGE) AND ((PRE 2N PRINT) OR PREPRINT) AND (INDICIA)	All subject words	1
<input checked="" type="radio"/>	S2 POSTAL OR POSTAGE) AND (PRINT OR IMPRINT OR PREPRINT	All subject words	465
<input type="radio"/>	S3 (PERMIT 2N MAIL) AND (METER) Combined with set 2	All subject words	0

show picklist...

► Search Form

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☒ Within selected search history set

clear

search >>>

► Database List

Database Name	Database Name
♦ Business & Industry(TM) (File 9) ⓘ	♦ Gale Group Computer Database(TM) (File 275) ⓘ
♦ ABI/INFORM® (File 15) ⓘ	♦ Gale Group Globalbase(TM) (File 583) ⓘ
♦ Gale Group PROMT® (1990 - present) (File 16) ⓘ	♦ Gale Group New Product Announcements/Plus® (File 621) ⓘ
♦ Gale Group Trade & Industry Database(TM) (File 148) ⓘ	♦ Gale Group Newsletter Database(TM) (File 636) ⓘ

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Picklist for: PERMIT AND METER

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Output	show rates...	format: Full Record	destination: Browser	display / send
Modify	sorted by: Unsorted	sort	remove duplicates	refine search

select all none	Records 1-10 of 11	Next 1 ▶	Price
<input type="checkbox"/>	1. <u>The Best Newsletters in America, Jun 1992, ABI/INFORM(R) (File 15)</u>		\$3.20
<input type="checkbox"/>	2. <u>Pitney Bowes Introduces the Mailing Solutions for the Next Millenium, March 30, 1999, Gale Group PROMT(R) (File 16)</u>		\$3.25
<input type="checkbox"/>	3. <u>Pitney Bowes/NFO Study Reveals Types of Mail That Consumers Will Open, Sept 24, 1998, Gale Group PROMT(R) (File 16)</u>		\$3.25
<input type="checkbox"/>	4. <u>Pitney Bowes/NFO Study Reveals Types of Mail That Consumers Will Open, Sept 8, 1998, Gale Group PROMT(R) (File 16)</u>		\$3.25
<input type="checkbox"/>	5. <u>Pitney Bowes Introduces the Mailing Solutions for the Next Millenium, March 30, 1999, Gale Group New Prod.Annou.(R) (File 621)</u>		\$3.25
<input type="checkbox"/>	6. <u>Pitney Bowes/NFO Study Reveals Types of Mail That Consumers Will Open, Sept 24, 1998, Gale Group New Prod.Annou.(R) (File 621)</u>		\$3.25
<input type="checkbox"/>	7. <u>Pitney Bowes/NFO Study Reveals Types of Mail That Consumers Will Open, Sept 8, 1998, Gale Group New Prod.Annou.(R) (File 621)</u>		\$3.25
<input type="checkbox"/>	8. <u>Pitney Bowes Introduces the Mailing Solutions for the Next Millenium, March 30, 1999, Gale Group Trade & Industry DB (File 148)</u>		\$3.25
<input type="checkbox"/>	9. <u>Pitney Bowes/NFO Study Reveals Types of Mail That Consumers Will Open, Sept 24, 1998, Gale Group Trade & Industry DB (File 148)</u>		\$3.25
<input type="checkbox"/>	10. <u>Postal regs deliver innovation. (includes related article on postage me ters)(Computers, Business Systems & Office Products: Mailroom Equipment), August 14, 1997, Gale Group Trade & Industry DB (File 148)</u>		\$3.25

select all none	Records 1-10 of 11	Next 1 ▶	Price
Output	show rates...	format: Full Record	destination: Browser
Modify	sorted by: Unsorted	sort	remove duplicates
			refine search



Dynamic Search: Business & Industry(TM), ABI/INFORM®, Gale Group PROMT® (1990 - present), Gale Group Trade & Industry Database(TM), Gale Group Computer Database(TM), Gale Group Globalbase(TM), Gale Group New Product Announcements/Plus®, Gale Group Newsletter Database(TM)

Picklist for: *PERMIT AND METER*

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Output	show rates...	format: Full Record	destination: Browser	display / send
Modify	sorted by: Unsorted	sort	remove duplicates	refine search
select all none		Records 11-11 of 11		Previous 10 Price

- ☐ 11. The best newsletters in America. (producing effective newsletters) (include s tips for cutting the cost of producing newsletters), June, 1992, Gale Group Trade & Industry DB (File 148) \$3.25

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Records for: **PERMIT AND METER**

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Output	Format: Full Record	Output as: Browser	display/send
Modify	refine search		back to picklist
select all none	Records 9 of 11 In full Format		

- ☐ 9. 4/9/9 (Item 2 from file: 148)
 10479922 Supplier Number: 53025033 (THIS IS THE FULL TEXT)
Pitney Bowes/NFO Study Reveals Types of Mail That Consumers Will Open.

Business Wire , 1256

Sept 24 , 1998

Language: English

Record Type: Fulltext

Word Count: 1131 Line Count: 00094

Text:

STAMFORD, Conn.--(BUSINESS WIRE)--Sept. 8, 1998--

First-Class **Meter** **Indicia** and Stamps Help Get Mail Opened

-- Generic Recipient Title, Address Labels and 3rd Class **Permit**
 Greatly Deter Opening of Mail

Will they (consumers) open it? It's the one question that direct mailers ask themselves everyday and with good reason. According to the Direct Marketing Association, \$229.7 billion in sales was generated in 1996 through direct mail. A critical factor in the success of direct or advertising mail is getting the intended recipient to open the mail piece. The information gained through a recent 1998 Pitney Bowes/NFO (National Family Opinion) Research Inc. study of U.S. consumers sheds light on the factors that influence mail "openability", and could be a boon for the direct mail industry.

In many cases, advertising mail doesn't make it through a consumer's "screening" process because of its appearance. In fact, a new national household study conducted by the U.S. Postal Service found that up to 20.5% of Standard Mail (A) (formerly known as Third-Class Mail) is never opened- presumably because it looks unprofessional and is thrown out.

To determine what types of mail are more likely to be opened by consumers, Pitney Bowes Mailing Systems commissioned NFO Research Inc., a leading national consumer marketing research firm, to understand the factors that lead consumers to open one piece of mail over another.

The study was designed to measure consumer preference in envelope design and six other features affecting mail openability. The features measured included: recipient title or name, type of **postage** payment, addressing techniques, return address, enticers or special messages and envelope size. Consideration was also given to personal mail versus business mail. "Personal mail" is mail that has a handwritten address, and the primary **postage** payment mechanism is a stamp. "Business mail" includes all other mail; it is distinguished by addresses that are either

computer generated or type-written, and typically it employs either a **postage meter imprint** or **postage permit** as the **postage** payment mechanism. Twenty-one different envelopes were reviewed and ranked by study participants. Based on the findings of the study, Pitney Bowes has determined a combination of features that would result in the "most openable mail."

"Personal mail from family or friends- addressed by hand and with a stamp on it- is, of course, the most openable mail," said Kevin Weiss, Vice President, Marketing, Pitney Bowes Mailing Systems. "However, the study also indicates that consumers will open business or advertising mail that targets a specific individual and has a professional appearance. Considering that today this type of correspondence accounts for 90% of household mail, direct mailers need to raise the quality of their mail to ensure their message gets through."

With business mail, consumers reported that the top factors influencing whether they would open an envelope were whether it was addressed to a specific person, the **postage** payment (**meter** , stamp or **permit**) mechanism and whether a return address was present. Other factors affecting the openability of business mail were envelope size, addressing technique (i.e. address labels vs. direct impression printing vs. showing through a window) and the presence of enticers.

Not surprisingly, mail addressed to a specific, correctly spelled name was the most important factor in determining if the envelope would be opened. Interestingly, the study found that even a misspelled name was more likely to be opened than a generically addressed envelope. "In this age of information where data on consumer preferences is captured on the Internet, at supermarkets, just about anywhere you turn, direct marketers need to be mindful that a properly maintained and updated customer database is the most valuable asset they own in producing effective communications," noted Weiss. "Current resident or occupant just doesn't cut it any more."

The type of **postage** evidencing--i.e. whether a **meter imprint** , **postage** stamp or mail **permit** was used to pay for sending the mail--was the second most important factor in determining the openability of mail. Stamped mail was the marginal choice, presumably because of its association with "personal" mail. First-Class Metered Mail also had a positive impact on openability, but **Permit** Mail--both First-Class and Standard Mail (A)--was found to be a significant deterrent in getting mail opened. This is a major finding for mailers because the study clearly illustrates that the convenience of pre-printed **permit** mail will negatively impact response rates. In fact, metered mail using the lower cost Standard Mail (A) **postage** rates was revealed to be more "openable" than **permit** mail using much more expensive First-Class **postage** .

In a finding that may have broader implications for marketers, the presence of a return address was ranked as the third most important factor affecting openability. Consumers' desire to know who is sending the piece of mail (with a specific name) is a significant factor influencing whether they would open an envelope. Conversely, no return address or sender name was one of the strongest negative influencers in having the letter opened. This finding suggests that consumers want to know who they are dealing with, and this reflects favorably on the ability of mail to build relationships.

Other factors that affected the likelihood of an envelope being opened were envelope size, addressing technique and the presence of enticers. Of the envelopes tested, the study found standard #10 envelopes to be the most openable, and red colored enticers also had a positive impact on whether an envelope would be opened. As for addressing techniques, window envelopes that typically carry bills and invoices were most openable; and these were followed closely by directly printed addresses. Address labels, however, were a significant deterrent to openability. "Mailing labels take a long time to produce and apply, and they don't always look very professional," said Weiss. "People notice labels and this study should be sending a clear message to mailers to rethink how their mail is perceived and produced," concluded Weiss.

The Pitney Bowes/NFO Research Inc. study was conducted among 420

consumers, representative of the U.S. population, who rated 21 different envelopes on a 5-point scale. Data was collected from nationally representative consumers (males and females) via mail from mid-December 1997 through January 1998. For further information on the study, contact Scott Tangney at (212) 684-6300, ext. 313.

Pitney Bowes is a \$4.1 billion premier provider of informed mail and messaging management. For information on the company, please visit our web site at www.pitneybowes.com.

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Industry Codes/Names: BUS Business, General; BUSN Any type of business

File Segment: NW File 649

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Records for: PERMIT AND METER

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Output	Format: Full Record	Output as: Browser	display/send
Modify	refine search		back to picklist

select all none **Records 10 of 11 In full Format**

- ☐ 10. 4/9/10 (Item 3 from file: 148)
 09719038 **Supplier Number: 19704716 (THIS IS THE FULL TEXT)**
Postal regs deliver innovation. (includes related article on postage meters)(Computers, Business Systems & Office Products: Mailroom Equipment)

Avery, Susan
 Purchasing , v123 , n2 , p88(4)
 August 14 , 1997
 ISSN: 0033-4448
Language: English
Record Type: Fulltext; Abstract
Word Count: 2118 **Line Count:** 00176

Abstract: Mailroom equipment manufacturers have developed electronic **postage** meters to replace mechanical **postage** meters recently banned by the U.S. **Postal** Service. Pitney Bowes, Neopost, Ascom Hasler and Francotyp-Postalia have introduced new electronic **postage meter** systems which significantly reduce mail processing time. High-speed processing, automatic label dispensers, ink density adjustment and resettable counters are among the value-added features of the newly launched electronic **postage meter** systems.

Text:

While little has changed in mail room equipment over the past 10 years or so, recent regulations issued by the U.S. **Postal** Service (USPS) banning the installation and use of mechanical **postage** meters have done much to spur innovation among the four equipment suppliers currently doing business in the U.S.

The regulations, which were prompted by a General Services Administration report detailing the problem of theft of mechanical **postage** meters, ban installation of meters after June 1, 1996; use of existing machines equipped with mechanical devices after December 31, 1997; and removal from use of all mechanical meters by March 1, 1999.

To replace these mechanical devices, manufacturers have introduced a spate of electronic **postage** meters. Here's a sampling of current offerings:

Pitney Bowes

With 85% of **postage meter** placements in the U.S., Pitney Bowes is considered to be the undisputed leader in the industry. One of its new products, the U570 mail processing system, provides electronic metering

technology that, it says, fills the new USPS requirements. The system, which controls and accounts for **postage** costs, and performs **meter** resets via the telephone, includes these features:

- * High-speed processing. The U5,70 feeds, seals, meters, and stacks up to 175 envelopes per minute, dramatically reducing time involved in mail processing and increasing mailroom productivity.

- * **Postage** by phone **meter** resetting. Feature allows the **postage meter** to be refilled via a toll-free, 90-second telephone call, virtually eliminating trips to the post office.

- * AquaTrail sealing system. This patented system eliminates priming and ensures a continuous flow of water to the envelope flap, guaranteeing safely secured envelope contents.

- * Wide letter deck. Feature automatically processes white mail, postcards, or 9-in. x 12-in. envelopes, which reduces the need for several mail processing steps.

- * Large-capacity tape roll. Roll eliminates frequent interruptions for replenishing supplies, helping to improve productivity in processing parcels and large flats.

- * Easy-to-operate control panel. Operator prompts such as "check **meter** date" and "clear counters" help to ensure error-free processing.

- * Ink density adjustment. Operator feature delivers high-quality impressions, even on thick material.

- * Resettable counters provide for tracking the number of letters, tapes, and total pieces.

To use with the U570, Pitney Bowes also has added to its line Integra Series scales 15-lb, 30-lb, and 70-lb models) that feature both usps and UPS rates so businesses can select cost-efficient routing for overnight envelopes and parcels.

Neopost

From Neopost comes the SM26 electronic **postage meter** system, an integrated electronic scale and **meter** system for low- to mid-volume users that, the company says, offers features traditionally found in more expensive equipment. These include:

- * Standard departmental accounting for up to 31 departments, with additional codes available.

- * Two levels of security, provided by password protection and individual department PIN numbers that keep track of accounts for charge-backs.

- * Integrated scale that also functions as a feed platform for metering, while **postage** amounts are read automatically and transferred to the **meter** for printing **postage**.

- * User definable text for up to eight personalized messages for promotional and/or informational purposes.

- * An automatic label dispenser, eliminating the need to manually feed individual labels into the **meter**.

The SM26 uses thermal technology to **print indicia**, text, or images onto envelopes. The cartridge in the SM26 can be removed. It lasts through 2,250 impressions.

The SM26 is able to switch from full-cent to decimal rates, allowing companies to take full advantage of **postage** discounts. Regularly sent mail values can be programmed and called up from the multi-purpose key pad. Other features include a series of memory keys that can be programmed to recall frequently used commands.

All Neopost machines offer the "No Deposit" **Postage -On-Call meter** resetting system. Allowing users to reset **meter** values by telephone, this direct debit service does not require sending advance payments for **postage**, and eliminates the time and cost of check writing. Customers retain the use of their funds and can earn interest until the **postage** is actually needed. These customers receive one consolidated monthly statement outlining all **meter** resetting transactions.

Neopost also has introduced two new **postage** computing scales, the SE 37 and SE 57.

Rated for 5- and 10-lb capacities (with manual weight entry up to

19.9 lb), the SE 37 and SE 57 offer quick, accurate weighing and automatic **postage** calculation. These advantages, Neopost says, can result in **postage** savings of up to 20%. The scales measure 8 in. x 12 in., and interface with Neopost mailing machines for automatic metering and mail accounting.

Ascom Hasler

Features of Ascom Hasler's 300 series mailing system include: accessible date change control (function keys **permit** automatic date changes and class of mail settings); oversize feed table to process flats and oversize mail to 1/2-in. thick; illuminated power switch; jam-proof dispenser for pressure sensitive **meter** tapes; automatic inking with disposable ink cartridges; electronic, resettable item counter; patented ink pump system for uninterrupted operation; patented automatic adjustment of **postage** **imprint** to accommodate pieces of varying thickness; and five-digit **postage** values.

Options include Tele **Meter** Setting, toll-free, direct computer link provides **postage** **meter** resetting; automatic envelope sealers; and extended feed tables for high-volume processing.

Oversize, multifunction quick keys of Ascom Hasler's new Smart Series **postal** weighing scales provide optimum function utility and, the company says, easy access of system sub-menus. Soft function key instrumentation makes the keyboard re-legendable for function flexibility. For clarity, a rate name key can be used to display the full carrier name, and an abbreviation-explanation function resolves operator doubt and assures accuracy. Multi-tasking feature permits the operator to begin the next function while the prior task is still being completed.

Smart series scales have built-in CPU that tracks shipping expense by item, enabling accounting by internal department or customer account for shipping cost recovery. Reports show UPS and other carrier spending summaries. Connective engineering permits interfacing to electronic Ascom Hasler **postage** meters, to report printers, and to personal computers. Differential weighing option permits instant processing of mixed weight, size, and class of mail and can help cut processing time in half.

Francotyp-Postalia

Conquest M-Series mailing system from Francotyp-Postalia features three different models, which combine the M-series **meter** with a choice of high-speed feeders, depending on volume requirements. The Conquest automatically advances the postmark date, provides selection of different endorsements with the press of a button, specialized water sensor stops the machine when it runs out of water, internal strip tape dispense quickly ejects labels for packages and oversized envelopes.

M-5000 is outfitted with a heavy-duty inking system that efficiently delivers ink with an electronic pump. All meters in the series offer an electronic scale interface that provides the correct **postage** for whatever is put on the scale.

In addition, the M-Series provide an accurate accounting record of the **postage** used by 99 different departments. Meters allow users to reload **postage** via a simple, phone-in process: everything is handled through a built-in, self-dialing modem and its connection to the Francotyp Postalia TELESET Center. In a streamlined process consisting of three steps, the user can reload the **meter** and have it back in service in less than one minute. TELESET Center works with the U.S. **Postal** Service's new approach to phone-in reset funding. This provides users access to their **postal** funds within two days of when their check is received, cutting delay time by as much as four days.

In addition, the TELESET Center allows users of multiple meters to pay for their **postage** bill with a single check. Client master accounts can be arranged to cover many meters in different locations. Users can decide in advance how much money will be allotted for each **meter** and receive accounting reports on every **meter**. This financial information can be used in tandem with the Conquest T-1000 **meter**'s built-in departmental accounting function to provide a complete user **postage** profile.

Francotyp-Postalia offers M-Series users a choice of 5-, 15-, or

30-lb optional interfaced scales.

New regs to cost industry millions

A most office equipment buyers know, because of a potential for fraud, businesses cannot own **postage** meters -- they must be rented from a manufacturer. Typically, the **meter** comes in two parts -- the **meter** itself, which is regulated by the USPS. This part actually prints the **postage** onto the envelope. Rental charges for meters run about \$200 to \$900 annually. Second part is the base, which is basically an envelope handler. It transports letters through the **meter**. These can be rented, leased, or purchased. Prices start at \$600. A third part, the **postal** scale, weighs letters and indicates appropriate **postage** for each **postal** class. Some models are designed to directly interface with a **meter**, to automatically enter the correct **postage**.

Mechanical meters use levers and counters to indicate the amount of **postage**. Electronic meters use digital readouts and memory to store and specify **postage** use. Electronic meters are difficult or impossible to tamper with, which helps to reduce **postage** fraud.

Of the 1.5 million mechanical meters currently in use, according to figures from Better Buys for Business, about 52% are mechanical and will be affected by the USPS regs. Manufacturing new electronic meters to replace this equipment is expected to cost the industry some \$700 million. This, say industry insiders, could lead to big increases in rental prices. Some, in fact, say these hikes could reach 25%.

Another big difference between meters is the way in which they can be filled. Usually, mailers fill a **meter** by bringing it and a check to the local post office. A **postal** worker inspects the machine and sets its internal counters to the prepaid amount. For businesses that do not want to spend time waiting at the post office, many manufacturers now offer refills by phone.

Xerox copier fits into tight spaces

Xerox has introduced a high-speed departmental copier designed to meet smaller space requirements of today's offices.

The Xerox 5892 departmental copier produces documents at 92 copies per minute (cpm) and occupies a footprint of only 68 in. wide x 35 in. deep, the industry's smallest model in this speed class, according to the company. It is 20 in. narrower than the models it replaces, the 5388 and 5692 copiers.

In addition to reducing the machine's physical size, Xerox says its engineers made design enhancements to improve copy quality, paper handling, and overall reliability. The 5892 includes new features to enhance the copying of photos and to reduce undesirable background levels on colored or "less than perfect" originals.

The unit has capability to switch automatically between two paper trays that hold a total capacity of 1,500 sheets.

Its document-handling system can accommodate up to 100 originals in sizes ranging from 8 in. x 10 in. to 8 1/2-in. x 14-in. paper. The semi-automatic document feeder (SADF) can handle paper sizes from 5 in. x 8 in. to 11 in. x 17 in.

Alpha-numeric control panel enables users to process one- or two-sided copying jobs in set quantities ranging from 1 to 9,999. Frequently performed jobs can be programmed and stored in memory for future access. Unit offers zoom reduction and enlargement capabilities ranging from 64% to 155%, which can be selected in 1% increments.

Departmental machine's document output and finishing capabilities **permit** the assembly and collection of documents with, Xerox says, a minimum of effort, including an improved convenience stapler. Unit's top tray can hold up to 100 sheets, while the finishing station accommodates up to 1,500 pages.

Sixth Sense is an exclusive Xerox service offering that allows engineers to use notebook PCs and software to remotely diagnose a machine's performance, such as the 5892. When a technician is called to a customer location for maintenance, he or she can be briefed on the 5892's operating condition and be equipped with the components, if necessary to perform needed service.

The 5892 carries the Energy Star designation from the U..S.
Environmental Protection Agency. Tel: (716) 425-5230; Internet:
www.xerox.com.

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Special Features: photograph; illustration

Company Names: Pitney Bowes Inc.--Product introduction; Neopost--Product introduction;
Ascom Hasler Mailing Systems Inc.--Product introduction; Francotyp-Postalia GmbH--Product
introduction

Industry Codes/Names: BUSN Any type of business; TRAN Transportation, Distribution and
Purchasing

Descriptors: Postal service--Metered mail; Office equipment and supplies industry-- Product
introduction

Product/Industry Names: 3579514 (Postage Meters)

Product/Industry Names: 3579 Office machines, not elsewhere classified

Ticker Symbols: PBI

File Segment: TI File 148

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	Type	L #	Hits	Search Text	DBs
1	BRS	L1	1174	(postal or postage) and (print or imprint or preprint) and (indicia)	USPAT; EPO; JPO; Derwen t
2	BRS	L3	41	(postal) and ((luminescent or florescent or phosphorescent or invisible) near (ink))	USPAT; EPO; JPO; Derwen t
3	BRS	L4	13	(postal) and (data near center) and scale and ((fee or rate) near table)	USPAT; EPO; JPO; Derwen t
4	BRS	L5	38	(meter) and (permit near mail) and (indicia)	USPAT; EPO; JPO; Derwen t
5	BRS	L6	88	(card) near4 (supervisor)	USPAT; EPO; JPO; Derwen t
6	BRS	L7	6	(postal) and ((card) near4 (supervisor))	USPAT; EPO; JPO; Derwen t
7	BRS	L8	37	(postal or postage) and ((pre near2 print) or preprint) and (indicia)	USPAT; EPO; JPO; Derwen t
8	BRS	L10	43	1 and (permit near3 mail)	USPAT; EPO; JPO; Derwen t

3/14/00

	Document ID	Title	Current OR
1	FR 2722901 A1	Standardised postcode indication system for postal envelope - uses pre-printed or adhesive label grid of numbers or other indicia, marked by user to indicate destination postcode etc.	
2	US 5425586 A	Postage dispensing appts with thermal ribbon containing indicia - uses hot melt ink jet printer to pre-form selected colour images onto thermal ribbon which includes inked areas where image is generated by dot matrix thermal printer	
3	US 3786237 A	MECHANICALLY READABLE SYSTEM USING PREMARKED SUBSTRATE	235/491
4	US 4034210 A	Credit card carriers and methods of manufacture	235/487

①
3/14/00

	Inventor
1	IN
2	IN
3	Postal, Robert H.
4	Hill, James E. , et al.

	Document ID	Title	Curr ent OR
5	US 4117975 A	Mail preparation, sorting apparatus and method	235/ 494
6	US 4602736 A	Two-way mailing envelope	229/ 302
7	US 4821195 A	Method and apparatus for sequentially numbering mail pieces	705/ 404

	Inventor
5	Gunn, Damon M.
6	Barr, Arthur C.
7	Baer, Patricia B. , et al.

	Document ID	Title	Curr ent OR
8	US 4837701 A	Mail processing system with multiple work stations	705/ 404
9	US 4853864 A	Mailing systems having postal funds management	705/ 403

	Inventor
8	Sansone, Ronald P. , et al.
9	Hart, William G. , et al.

	Document ID	Title	Curr ent OR
10	US 4907161 A	Batch mailing system	705/ 403
11	US 4947333 A	Batch mailing system	705/ 403

	Inventor
10	Sansone, Ronald P. , et al.
11	Sansone, Ronald P. , et al.

	Document ID	Title	Curr ent OR
12	US 4962454 A	Batch mailing method and apparatus: printing unique numbers on mail pieces and statement sheet	705/ 408
13	US 4999481 A	Method and apparatus for sequentially numbering mail pieces	235/ 375

	Inventor
12	Sansone, Ronald P. , et al.
13	Baer, Patricia B. , et al.

	Document ID	Title	Curr ent OR
14	US 5196083 A	System and method for producing items in selected configurations	156/ 364
15	US 5277362 A	Reusable envelope	229/ 305

	Inventor.
14	Baker, Walter J. , et al.
15	Wilson, Scott L.

	Document ID	Title	Curr ent OR
16	US 5324927 A	Return mail piece and method of marking the same	235/ 494
17	US 5409441 A	Tractor feed box and multiple envelope method of manufacture and registration and fabricating apparatus	493/ 223
18	US 5465662 A	Envelope positioning assembly	101/ 235

	Inventor
16	Williams, Robert L.
17	Muscoplat, Richard D.
18	Keung, Wing-Kwong , et al.

	Document ID	Title	Curr ent OR
19	US 5510608 A	Return mail piece and method of marking the same	235/ 494
20	US 5514863 A	Return mail piece and method of marking the same	235/ 494
21	US 5521627 A	Thermal printer	347/ 220

	Inventor
19	Williams, Robert L.
20	Williams, Robert L.
21	Keung, Wing-Kwong , et al.

	Document ID	Title	Curr ent OR
22	US 5590198 A	Open metering system with super password vault access	705/ 61
23	US 5612888 A	Method and apparatus for generating a mailpiece	700/ 221
24	US 5625694 A	Method of inhibiting token generation in an open metering system	705/ 60

	Inventor
22	Lee, David K. , et al.
23	Chang, Sung S. , et al.
24	Lee, David K. , et al.

	Document ID	Title	Curr ent OR
25	US 5640835 A	Multiple envelope with integrally formed and printed contents and return envelope	53/5 69
26	US 5742683 A	System and method for managing multiple users with different privileges in an open metering system	705/ 60
27	US 5768426 A	Graphics processing system employing embedded code signals	382/ 232

	Inventor
25	Muscoplat, Richard
26	Lee, David K. , et al.
27	Rhoads, Geoffrey B.

	Document ID	Title	Curr ent OR
28	US 5781438 A	Token generation process in an open metering system	705/ 404
29	US 5793867 A	System and method for disaster recovery in an open metering system	705/ 60
30	US 5822436 A	Photographic products and methods employing embedded information	380/ 54
31	US 5826787 A	Two-way mailer envelope	229/ 303

	Inventor
28	Lee, David K. , et al.
29	Cordery, Robert A. , et al.
30	Rhoads, Geoffrey B.
31	Turner, Simon Christopher

	Document ID	Title	Curr ent OR
32	US 5835689 A	Transaction evidencing system and method including post printing and batch processing	358/ 1.14
33	US 5835604 A	Method of mapping destination addresses for use in calculating digital tokens	380/ 51
34	US 5862260 A	Methods for surveying dissemination of proprietary empirical data	382/ 232

	Inventor
32	Braun, John F. , et al.
33	Lee, David K.
34	Rhoads, Geoffrey B.

	Document ID	Title	Curr ent OR
35	US 5917925 A	System for dispensing, verifying and tracking postage and other information on mailpieces	382/ 101
36	US 5987441 A	Token generation process in an open metering system	705/ 401
37	US 5988897 A	Method for preventing fraudulent printing of a postage indicium displayed on a personal computer	400/ 61

	Inventor
35	Moore, Lewis J.
36	Lee, David K. , et al.
37	Pierce, Perry A. , et al.

	Document ID	Title	Curr ent OR
1	US 4760532 A	Mailing system with postage value transfer and accounting capability	705/ 403
2	US 4760534 A	Mailing system with postage value transfer and accounting capability	705/ 406
3	US 4780828 A	Mailing system with random sampling of postage	705/ 404
4	US 4780835 A	System for detecting tampering with a postage value accounting unit	705/ 408

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3/14/00

	Inventor
1	Sansone, Ronald P. , et al.
2	Fougere, Guy L. , et al.
3	Whisker, Robert H.
4	Sievel, Mark E. , et al.

	Document ID	Title	Curr ent OR
5	US 4797832 A	Letter preparing apparatus	700/ 227

	Inventor
5	Axelrod, Barry H. , et al.

	Document ID	Title	Curr ent OR
6	US 4800506 A	Apparatus for preparing mail pieces	700/ 227
7	US 4821195 A	Method and apparatus for sequentially numbering mail pieces	705/ 404
8	US 4837701 A	Mail processing system with multiple work stations	705/ 404

	Inventor
6	Axelrod, Barry H. , et al.
7	Baer, Patricia B. , et al.
8	Sansone, Ronald P. , et al.

	Document ID	Title	Curr ent OR
9	US 4852013 A	Stationery item processing apparatus	700/ 221
10	US 4853864 A	Mailing systems having postal funds management	705/ 403
11	US 4853865 A	Mailing system with postage value printing capability	705/ 403
12	US 4853869 A	System and method for processing a letter for bulk mailing	700/ 227
13	US 4855920 A	Postage accounting device	705/ 401

	Inventor
9	Durst, Jr., Robert T. , et al.
10	Hart, William G. , et al.
11	Sansone, Ronald P. , et al.
12	Durst, Jr., Robert T. , et al.
13	Sansone, Ronald P. , et al.

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14	US 4862386 A	Apparatus for preparing a letter	707/ 507
15	US 4873645 A	Secure postage dispensing system	700/ 231
16	US 4888803 A	Method and apparatus for verifying a value for a batch of items	380/ 51

	Inventor
14	Axelrod, Barry H. , et al.
15	Hunter, Kevin D. , et al.
16	Pastor, Jose

	Document ID	Title	Curr ent OR
17	US 4900941 A	Method and apparatus for verifying indicia correctly provided on an object	250/ 566
18	US 4907161 A	Batch mailing system	705/ 403

	Inventor
17	Barton, Maya R. , et al.
18	Sansone, Ronald P. , et al.

	Document ID	Title	Curr ent OR
19	US 4933849 A	Security system for use with an indicia printing authorization device	700/ 90
20	US 4947333 A	Batch mailing system	705/ 403
21	US 4962454 A	Batch mailing method and apparatus: printing unique numbers on mail pieces and statement sheet	705/ 408
22	US 4998204 A	Mailing system and method for low volume mailers printing postage information upon inserts	705/ 404
23	US 4999481 A	Method and apparatus for sequentially numbering mail pieces	235/ 375

	Inventor
19	Connell, Richard A. , et al.
20	Sansone, Ronald P. , et al.
21	Sansone, Ronald P. , et al.
22	Sansone, Ronald P. , et al.
23	Baer, Patricia B. , et al.

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24	US 5051914 A	Optimizing mail delivery systems by merging mailings	700/ 223
25	US 5068797 A	Optimizing mail delivery systems by routing	700/ 219
26	US 5072401 A	Optimizing mail delivery systems by logistics planning	700/ 219
27	US 5142482 A	Mailing system with information feedback	700/ 221

	Inventor
24	Sansone, Ronald P. , et al.
25	Sansone, Ronald P. , et al.
26	Sansone, Ronald P. , et al.
27	Sansone, Ronald P.

	Document ID	Title	Curr ent OR
28	US 5227874 A	Method for measuring the effectiveness of stimuli on decisions of shoppers	705/ 10
29	US 5232150 A	Two way envelope for automated initial use	229/ 302
30	US 5245545 A	Apparatus and method for variable weight mail processing	700/ 219
31	US 5257196 A	Apparatus and method for the processing of mail	705/ 403

	Inventor
28	Von Kohorn, Henry
29	Solomons, Charles
30	Taylor, Michael P.
31	Sansone, Ronald P.

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32	US 5339733 A	Apparatus for sensing mail piece surface contour	101/ 91
33	US 5340097 A	Automatic mailing machine	271/ 10.1 6
34	US 5415341 A	Business envelope	229/ 80
35	US 5539190 A	System and method for secured metering of mail	235/ 380

	Inventor
32	Malin, Richard A.
33	Yankloski, Richard
34	Diamond, Elliott H.
35	Manduley, Flavio M.

	Document ID	Title	Curr ent OR
36	US 5592034 A	Power shut down delay circuit for a postage meter mailing machine having an ink jet printer system	307/ 130
37	US 5655024 A	Method of tracking postage meter location	380/ 51

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36 Felmus, Benita J.
, et al.

37 Bell, Easton F.
, et al.

	Document ID	Title	Curr ent OR
38	US 5675650 A	Controlled acceptance mail payment and evidencing system	705/ 60
39	US 5680403 A	Multiplex serial data communications with a single UART for a postage meter mailing machine system	370/ 532

	Inventor
38	Cordery, Robert A. , et al.
39	Riello, Christopher S. , et al.

	Document ID	Title	Curr ent OR
40	US 5696829 A	Digital postage meter system	380/ 55
41	US 5826247 A	Closed loop transaction based mail accounting and payment system with carrier payment through a third party initiated by mailing information	705/ 404

release

Inventor

40 Cordery, Robert A.
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41 Pintsov, Leon A.
, et al.

	Document ID	Title	Curr ent OR
42	US 5918990 A	Thermal transfer printing apparatus	400/ 120. 17
43	US 6019526 A	Thermal printing apparatus	400/ 58

	Inventor
42	Abumehdi, Cyrus
43	Herbert, Raymond John